

The Connection

NEWS & UPDATES FROM ASCCA PENINSULA

October 2026

WHAT'S INSIDE

This issue is about showing up for each other. Jennifer Barizon looks back on a packed Annual Training Conference in Irvine, and ahead to what's next for Chapter 23, from a session that will change how you read the numbers behind your shop, to a chance to give back to our community, to a first look at our spring class. **Great training. Great people.** Read Jen's full message to see how it all connects beginning on page 2 of this newsletter and **register online at ascca23-10272026.eventbrite.com**.

CHAPTER 23 MEETING | TUESDAY, OCTOBER 27

Take Control of Your Numbers with Jeff Nott

A+ Japanese Auto Repair, San Carlos

FALL CAR CARE MONTH: GET YOUR CUSTOMERS READY

October is Fall Car Care Month, and it's the perfect reminder for our customers. It may still be warm out, but not for long, and with an El Niño winter possibly on the way, wetter roads and cooler mornings are coming. Help your customers get ahead of it with a quick seasonal check: tires, wipers, battery, brakes, lights, and heater and defroster. A few minutes now means safer drives later. **Learn more at CarCare.org**.



GET OUT AND CONNECT

Your membership goes beyond Chapter 23. Members are welcome to attend other chapters' events, including **Chapter 42 San Jose's session on Zoom on October 15**. Details are at ascca42.com, and each event lists how to join. Also mark your calendar for **ASCCA Team Weekend, November 14-15, in Sacramento**. You'll find the full state calendar at ascca.com.

Highlights

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www.ascca23.org

Great Training. Great Connections. A Weekend Worth Making Time For.

Nearly 130 attendees came together September 11–13 at the Hilton Irvine for ASCCA's 5th Annual Training Conference. With technical and shop management training, exhibitors, and plenty of time to connect with fellow members, the weekend offered something for everyone on the team.

Sessions covered everything from improving the digital vehicle inspection experience and turning shop income into personal wealth to Pico Scope diagnostics and EV basics. Exhibitors brought products and services to help our shops, and the conversations between sessions were another valuable part of the experience. Shop owners helping other shop owners...that's the heart of ASCCA, and you could feel it in every conversation. The willingness to share and the spirit of collaboration were palpable at every networking opportunity.



Developing Tomorrow's Technicians

The conference also included a panel discussion on next-generation apprentice programs, featuring **John Gustafson of Gustafson Bros., Dennis Montalbano of German Auto Repair, Matt Crumpton of NAPA, and John Eppstein of John's Automotive.** It was an opportunity to learn from fellow industry members about developing the next generation of technicians.

Celebrating Our Members & Looking Ahead

At Saturday's lunch, President Jennifer Barizon recognized Rory Balmer and Neal Wiebmer for their contributions to ASCCA and our industry. Thank you to everyone who attended, taught, exhibited, sponsored, or volunteered to make the conference a success!



JENNIFER BARIZON & RORY BALMER



JENNIFER BARIZON & NEAL WIEBMER

If you couldn't join us this year, we hope you'll make next year's conference a priority.

Between the training, conversations, and connections with fellow shop owners, there's so much value in being there, and we'd love to have more of our chapter experience it together!

Learning From Each Other, Together

That's exactly the spirit behind our next chapter meeting. On **October 27**, we're gathering at **Eric Sevim's shop, A+ Japanese Auto Repair, in San Carlos**. Dinner starts at 6:30 PM, and at 7:00 PM, **Jeff Nott** will walk us through financial reporting: how to read the numbers, understand what they mean, and apply what you learn to your own shop. I'll also share a chapter representative and state update. As always, our chapter financials are available to any member who would like to see them. This meeting is in person only, with no Zoom, so come hungry and bring your questions. **Look for the flyer in this newsletter on page 5 and register online at ascca23-10272026.eventbrite.com.**

ASCCA Cares: Driven to Save Lives

ASCCA is launching a statewide Virtual Blood Drive!

This campaign runs **November 1 through December 15**, and I want Chapter 23 to show up for it. We take care of our customers' cars every day; this is a chance to take care of each other and our community, too. **Encourage your staff and customers to join us**, and watch for details on how to participate.



**NOVEMBER 1 – DECEMBER 15
CALIFORNIA STATEWIDE**

Help Shape Our Spring Training

Looking further ahead, we have invited Dori Eppstein to Chapter 23 this spring for a special class. Dori has some wonderful sessions to choose from, including service writers, marketing, shop culture, and more. Before we lock in a topic, I want to hear from you. **Come to the October 27 meeting ready to tell me what would actually help your shop right now.**

This fall, first things first: take care of your numbers, take care of your team, and take care of each other.

See you on October 27!

Jennifer Barizon

President & Chapter Representative, Chapter 23
President, ASCCA State Board 26–27



Take Control of Your Numbers

with Jeff Nott, Author, Trainer, former Shop Owner

Tuesday, October 27

Dinner 6:30 PM | Presentation 7:00 PM

A+ Japanese Auto Repair, 780 Industrial Road, San Carlos, CA 94070

Onsite only (no Zoom). No fee to attend. Dinner and beverages are included.

Register: ascca23-10272026.eventbrite.com

> Takeaways

- How to read your financial reports and understand what they are really saying
- How to decode what your KPIs are really telling you
- How to spot the areas that deserve your focus, instead of putting out small fires
- Practical ideas to bring back to your shop and your team

> Why Attend

Your financial reports hold the answers to the questions every shop owner asks: Are we really making money? Where is it going? What deserves my attention next? Jeff will show you how to read your numbers with confidence, and how to decode what your KPIs are really telling you. He has owned and operated businesses himself, so he knows what it's like to run one.

> About Our Speaker



Jeff Nott is an author, trainer, and former shop owner. He has managed, owned, and operated several successful businesses in the greater Silicon Valley, led nonprofit boards as president, and addressed audiences of up to 10,000 people as National Seminar Director for a software company. His book, *1 Week 1 Thing*, shows owners how to get the big things done by focusing on one major area of the business each week.



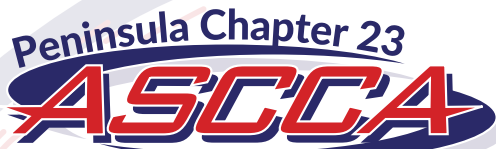
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www.ascca23.org



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2026-2027

CHAPTER MEETINGS

10.27.26 Take Control of Your Numbers

How to read your reports & decode what your KPIs are really telling you

1.19.27

"Holiday" Party

Dinner, drinks, and lots of great conversation!

Table Topic: Most successful marketing from 2026

4.20.27

Special Training

We've invited special guest presenter Dori Eppstein ~ Watch for more details soon!

ascca23@assoc-office.com

www.ascca23.org

UPCOMING STATE EVENTS & CONTACT INFO



THE AFTERMARKET DOESN'T WAIT. NEITHER SHOULD YOU.



NOVEMBER 3-5, 2026
LAS VEGAS, NV

REGISTER NOW

Real Business Happens Here

Only **AAPEX** has the trusted training, products, and insights to help you stay ahead today and prepare for tomorrow, all while you connect with the entire industry under one roof.



NOVEMBER TEAM WEEKEND

November 14-15, 2026
Embassy Suites
Sacramento Riverfront Promenade
ascca.com/events/team-weekend

Team Weekend – November 14-15, 2026

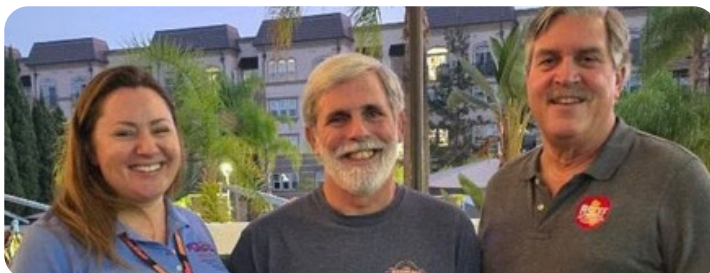
ASCCA Team Weekends allow ASCCA members to exchange ideas with fellow shop owners, network with industry vendors, and build camaraderie with other men and women passionate about automotive repair. Register @ www.ascca.com/events/team-weekend



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Get In Touch

-  www.ascca.com
-  info@ascca.com
-  (800) 810-4272
-  1 Capitol Mall, Suite 800,
Sacramento, CA 95814



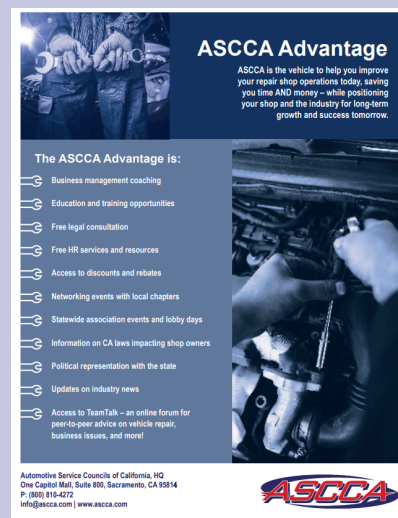
ASCCA State Board of Directors

Jennifer Barizon, President
John Bridgwater, Vice President
Gilbert Rios, Secretary
Seiko Nagata, Treasurer
Julio Campos, COR Speaker
Dave Kusa, Past President
Rory Balmer
Thomas Broxholm
Daniel Costa
Trent Courtney
John Eppstein
Rob Morrell
Bob Toepp

TRAINING OPTIONS

Between ASCCA and our corporate partners, there's real training behind your membership — technical and business management alike — built to help your team stay current and your shop run better.

CLICK ON ANY LOGO TO VIEW THE TRAINING WEBSITE



The ASCCA Advantage ~ Member Benefits





The 2026 regular legislative session officially adjourned at the end of August, with lawmakers heading out for the campaign trail ahead of the

2026 elections. The California State Legislature will not reconvene for regular business until the organizational session in December 2026.

Following the August 31 adjournment, Governor Gavin Newsom had until September 30 to act on legislation remaining on his desk. Of the 1,160 bills sent to the Governor during the final stretch, he signed 1,040 into law and vetoed 120. Below is a link to the full legislative and regulatory update.

Read Jack Molodanof's complete summary report here: <https://bit.ly/4dFxaki>

More Resources

Thanks to **Robert Flores from Repworks** for creating and sharing the Bill Tracker and Reference Guide. Please review these as it may clear up some of the mystery surrounding how a bill is created and passed in California.

Legislative Terminology & Reference Guide: [legislative-terminology-reference-guide.pdf](#)

California Legislation and Bill Tracker: [ca_legislation_and_bill_tracker.pdf](#)

Bureau of Automotive Repair Advisory Group Meeting

The Bureau of Automotive Repair (BAR) Advisory Group will meet publicly on Thursday, October 22, 2026, both in-person and via teleconference and live webcast.

**Thursday, October 22, 2026
9:30 AM - 1:00 PM (or until done)**

In-person location: Department of Consumer Affairs, HQ 2 Hearing Room, 1747 North Market Blvd., Sacramento, CA 95834

Teleconference and webcast info:

[Webex](#) (interactive) password: BAR1022

[Live webcast](#) (view only)

[Agenda](#)

[Materials](#)

Bureau of Automotive Repair Regulatory Workshop: Senate Bill 1392 (Leno's Law)

The Bureau of Automotive Repair (BAR) will host a public workshop to discuss the implementation of Senate Bill 1392 and answer questions. SB 1392 authorizes BAR to adopt regulations to establish a process to qualify collector motor vehicles for exemption from their next required Smog Check inspection.

**Thursday, October 22, 2026
2:30 PM – 4:30 PM (or until close of business)
Same location and Webex/Live webcast info**

[Notice](#)

[Materials](#)



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**EACH ONE REACH
ONE!**



YOUR MISSION: RECRUIT ONE NEW MEMBER THIS YEAR.

- 1 IDENTIFY:** A shop owner or colleague who would benefit.
- 2 REACH OUT:** Discuss the advantages of ASCCA membership such as networking, professional development, advocacy and business resources.
- 3 INVITE THEM TO A MEETING:** Invite them to join our association and participate in a meeting to learn more about the benefits of ASCCA membership.

Scan to Join ASCCA



members.ascca.com/ap/Membership/Application/VLzd46pn

For assistance please call (800) 810-4272 or email info@ascca.com

New Member Resource: Free Pollution Prevention Support

ASCCA members have a new resource available! The California Green Business Network (CAGBN) is partnering with the California Air Resources Board (CARB) on a federally funded Pollution Prevention (P2) grant to bring free, hands-on support directly to auto repair and maintenance shops in any CAGBN program area.

Funded by the U.S. EPA, the 12-month initiative is delivered as two parallel efforts covering Northern and Southern California. Through it, CAGBN provides shops with one-on-one technical assistance, including bilingual support, to help adopt practices that cut pollution, reduce toxic substance exposure, and improve compliance, at no cost to participating businesses. In fact, the grant provides businesses with rebates of up to \$500 to help in the transition to less-polluting practices.

The work is especially focused on disadvantaged communities, but shops statewide stand to benefit from the tools, training, and best practices the program is building.

If you run a shop and want to green up your operations, reduce waste and hazardous material handling, this is a no-cost way to get friendly, expert help. Watch for outreach from CAGBN in the coming months, including in the ASCCA monthly newsletter.

Our Impact

Businesses that join our network conserve precious resources, prevent harmful pollution, and enhance their bottom-line.

1,352,648,520
Pounds of GHGs
Emissions Averted



87,096,046
Pounds of Waste
Reduced



67,336,040
Therms of Natural
Gas Saved



5,028,053,112
Gallons of Water
Saved



1,187,061,353
kWh of Energy
Reduced



\$ 206,856,801
In Utility Bill
Savings



GREEN
CALIFORNIA
GREEN BUSINESS
NETWORK

Learn More...

If you would like to express your interest in the program please email: info@greenbusinessca.org with your business name and location and you will be added to the interest list.

**COOL
AIR
REBATE**

COOL RIDE!

**NOW SAVE UP TO ~~80%~~ 90%
ON AUTO A/C REPAIR!**

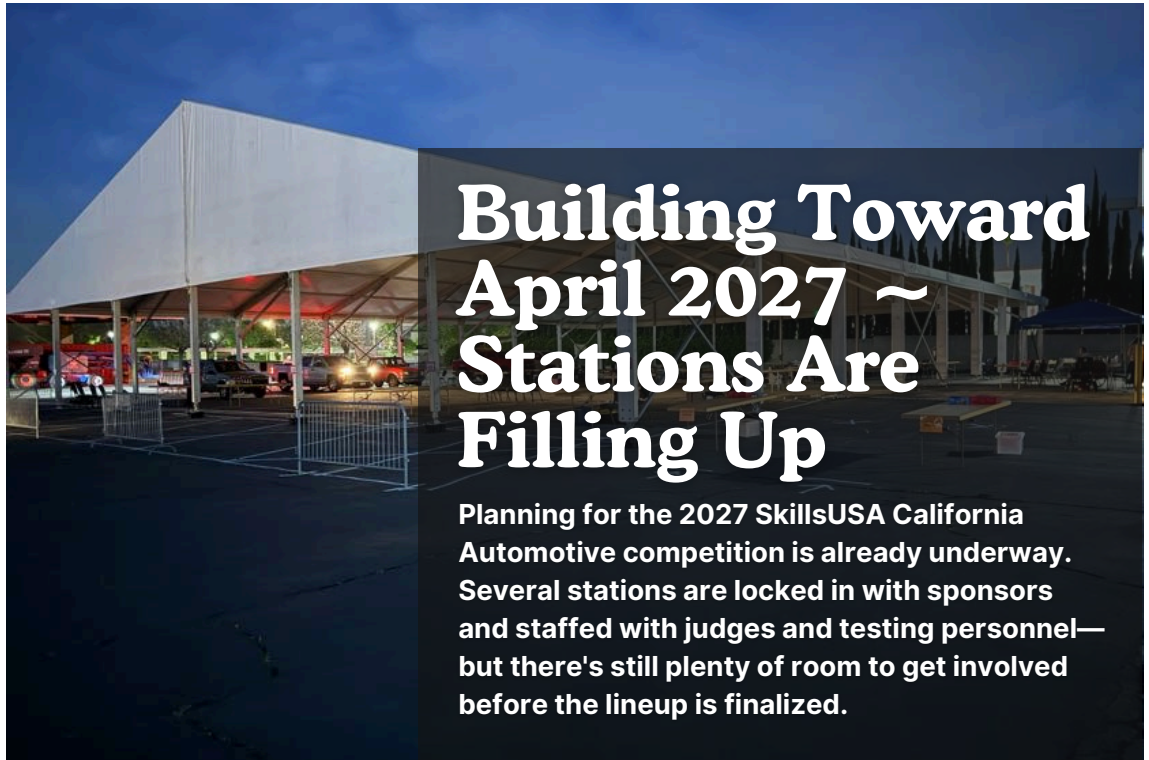
The California Cool Air Rebate Program provides financial assistance to eligible Californians to repair leaking air conditioning systems with R-134a refrigerant in cars and light duty trucks. Fix your AC, enjoy a cool ride, and improve the air quality in your community! See if you qualify today at:

CoolAirRebate.org



*Terms and conditions apply. Must be an eligible customer and a participating repair shop. Applies only to qualifying repairs. Repair reimbursement: The Cool Air Rebate Program will pay participating repair shop 90% of the cost of qualifying repairs up to a maximum of \$1,500 per vehicle (\$1,666.70 repair cost). The program does not pay any portion of repair costs exceeding \$1,666.70. If the diagnosis results in qualifying repairs and the consumer accepts the repairs, the program pays participating repair shop 100% of the diagnostic fee. If the diagnosis results in non-qualifying repairs or the consumer declines the repairs, the program pays participating repair shop 90% of the diagnostic fee.

Car Care Council
Be Car Care Aware



Building Toward April 2027 ~ Stations Are Filling Up

Planning for the 2027 SkillsUSA California Automotive competition is already underway. Several stations are locked in with sponsors and staffed with judges and testing personnel—but there's still plenty of room to get involved before the lineup is finalized.



Student Competitions

Regionals Are Virtual — January 30, 2027

Regional Competition (Automotive MLR and AST) is entirely virtual — a week of video judging on your own schedule, plus **live Zoom judging on Saturday, January 30, 2027** (plan to be available sometime between 8:00 AM and 5:00 PM). Winners advance to the live State Competition in Ontario, CA April 2027.

Contact us to volunteer to support the January 2027 (on Zoom) regionals and April 2027 (Ontario Convention Center) State competitions.

Call or email Samantha Tracey, (951) 312-2600, or TC.MLR.AST.CA@gmail.com

2027 Stations ~ Onsite, Ontario, CA

S0 Attire Station
S1 ADAS Station
S2 Information Gathering Station
S3 Electrical Station
S4 Job Interview & Job Test Questions Station
S5 Tire Identification Station
S6 Tire/Steering and Suspension Station

S7 PicoScope Station
S8 High Voltage Vehicles Station
S9 Ignition Trainer Board Station
S10 DVI Inspection Station
S11 Brakes Station
S12 Engine Performance Station



Sponsors & Donors

We Need More Sponsors and Volunteers

Last year's competition ran on the generosity of sponsors, volunteers, and station hosts — and 2027 will need the same. Right now we're specifically looking for:

- More sponsors to fund and stock stations
- Judges for virtual regional & state onsite competitions
- Station volunteers to help run testing
- A photographer to help document
- General event-day volunteers of all kinds

Judges & Graders

Sign Up for January 30, 2027

Time commitment is light and flexible: about a week of video judging on your own schedule, plus live Zoom judging on Saturday, January 30, 2027. Judges will be scheduled closely together to keep things moving and minimize downtime. Reply to TC.MLR.AST.CA@gmail.com to volunteer — let Samantha know if you're open to serving as an alternate too.



Station Hosts & Equipment

Sponsor or Staff a State Competition Station

Sponsoring or staffing a station at the onsite State Competition in Ontario, CA (April 2027) puts your name and expertise directly in front of the students competing — a hands-on way to **invest in the next generation of technicians.**



Sponsor or Volunteer:

Help Build the 2027 SkillsUSA California Competition!

Regional Judging: Saturday, January 30, 2027 — Virtual

State Competition: April 2027 — Ontario, CA

Call or email Samantha Tracey, (951) 312-2600, or

TC.MLR.AST.CA@gmail.com

Or schedule a meeting: calendar.app.google/cE4XmfNduNTZHddK8

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ASCCA Peninsula, Chapter 23

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*Jennifer Barizon, Four Car Garage,
Chapter President*

*Eric Sevim, A+ Japanese Auto Repair,
Secretary/Treasurer*

Chris Harter, C & T Auto Toyota Specialist
Sean Hudson, Hudson Automotive



JOIN ASCCA TODAY

<https://bit.ly/join-ascca>

Mission

To Elevate and Unite Automotive
Professionals and Give Them Voice

Core Values

Integrity, Unity, Compassion,
Professionalism

Fighting for the Industry

Doing business in California comes with countless challenges – ASCCA helps shape state laws and regulations to minimize their impacts on auto repair shops and make them work in the real-world. With our relationship with the Bureau of Automotive Repair, we are able to help create guidelines that protect the consumer as well as our shops.

Code of Ethics

1. To promote goodwill between the motorist and the automotive industry.
2. To have a sense of personal obligation to each individual customer.
3. To create a community of automotive service professionals that are prepared and equipped with the skill set for the future of the automotive industry.
4. To perform high-quality services at a fair and just price.
5. To employ the best-skilled personnel obtainable.
6. To use only proven merchandise of high quality, distributed by reputable firms.
7. To itemize all parts and adjustments in the price charged for services rendered.
8. To retain all parts replaced for customer inspection if so requested.
9. To uphold the high standards of our profession and always seek to correct any and all abuses within the automotive industry.
10. To uphold the integrity of all members.
11. To refrain from an advertisement, which is false or misleading or likely to confuse, or deceive the customer.